

AUG 2 1985

For Six Month Period Ending _____
(Insert date)

Name of Registrant

Registration No.

JETRO, Chicago (Japan Trade Center)

1850

Business Address of Registrant

401 North Michigan Avenue, Chicago, Illinois 60611

(230 N. Michigan Ave., Chicago, IL. 60601) **REGISTRANT**
(until August 23, 1985)

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

- | | | |
|-----------------------|------------------------------|--|
| (1) Residence address | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

(b) If an organization:

- | | | |
|--------------------------|---|--|
| (1) Name | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

2. Explain fully all changes, if any, indicated in item 1.

Organization name has been changed to JETRO, Chicago

INTERNAL SECURITY
REGISTRATION
BGT 1 4 01 PM '85
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Joji Hara	Director	April 21, 1985

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
Nobuyuki Koyama	200 Washington St. Glenview, IL. 60025	Director, General Affairs	April 12, 1985

II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Japan External Trade Organization (JETRO)

Osaka Municipal Government (Please refer to Schedule 1 attached)

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Please refer to Schedule II, attached.

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Japan External Trade Organization (JETRO)

* Please refer to Schedule II, PR activities and Section V, Political Propaganda, Item 16 through 24 of this statement.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please refer to Schedule III, attached.

Osaka \$87,941.01

JETRO \$608,431.82

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please refer to Schedule IV (A) and (B), attached.

Osaka \$72,300.63

JETRO \$618,792.53

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☒ No ☐

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

Japan External Trade Organization (JETRO)

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☒ No ☐

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Amount -- \$34,900.00

Period -- October, 1984 - March, 1985

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☒ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☒ Pamphlets or other publications ☒ Lectures or speeches

☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☒ Educational institutions
☐ Government agencies ☒ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda:

☒ English ☐ Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☒ No ☐

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐
Exhibit B⁷ Yes ☐ No ☐ Not applicable

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☐ No ☒

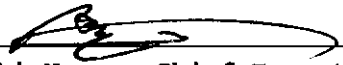
If no, list names of persons who have not filed the required statement.

Short Form for Mr. Nobuyuki Koyama is attached with this statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)


Masaaki Nagao, Chief Executive Director

Subscribed and sworn to before me at

Chicago, Illinois

this 13 day of September, 19 85



(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

SCHEDULE I

The Japan External Trade Organization (JETRO) is a wholly owned organization of the government of Japan and part thereof, created by special legislative enactment, for the purpose of promoting trade between Japan and other countries and to develop better economic and trade relations between Japan and such other countries. JETRO operates in the United States under the name of Japan Trade Center and its offices here are engaged primarily in economic and market research, dissemination of economic and trade information on Japan as well as trade show participation and its functions are believed to be similar to those of the United States Trade Center (of the United States Department of Commerce) in Japan and other foreign countries.

Some of JETRO's employees are drawn from local government units including those listed above. Some of such employees drawn from local government units are assigned to work in some of the branch offices of JETRO in the United States. Such persons are employees of JETRO and engaged in a variety of activities in the same manner as other employees.

Because the various local government in general have an interest in the trade and business informations gathered by JETRO through its branch offices in the United States, they are among the recipients in Japan of such information disseminated by JETRO. Such information is principally used by the local governments for dissemination to companies which qualify as small business in their areas. Such small business generally do not have the means of resources to gather such business information on their own as do larger companies. JETRO employees who have had prior experience with business in the areas of such local governments, because of their familiarity with them may be called upon in connection with their other duties to gather information for dissemination through JETRO to such governments. At all times, however, they act as employees of JETRO and do not represent these government as foreign agents in the United States. The local governments generally make annual contributions to JETRO for the purpose of reimbursing JETRO for expenses incurred in carrying out its functions.

INTERNAL SECURITY
SECTION ONE
REGISTRATION UNIT

SCHEDULE II

Activities

1) Research Department - Conducted research on foreign trade in the United States.

2) PR Department

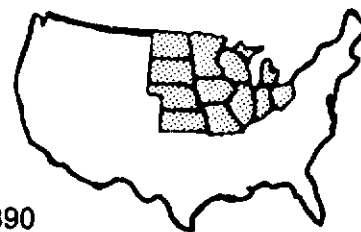
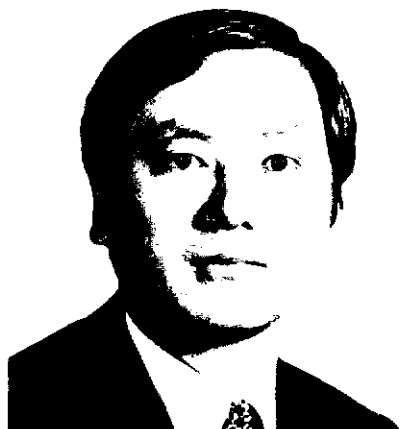
- October 11, 1984 - Seminar "How to approach consumer market in Japan"
- October 13 - Japanese Women's Mission coming to U.S.A. during the National Housewares Show held at McCormick Place.
- November 7, 8 - Speech participation on "U.S. Japan relations" at Michigan State University.
- November 13, 14 - Local press interview to explain about "Made in U.S.A. Fair" held in Japan. (In Cincinnati, Columbus, Cleveland and Detroit)
- January 26, 1985 - Meeting with the midwest subcommittee of Centers for Industrial and Technological corporation.
- January - Speech participation on U.S. Japan relation at St. Ambrose College, Davenport, Iowa.
- February 11 - Brief meeting on Japanese market to "Made in U.S.A. Fair" exhibitors.
- February 13 - Speech participation on U.S. Japan trade relations at Governor's State University in Indiana.
- March 26, 27 - Seminar "Export to Japan" in Kansas City.
- Speech participation on "Japanese Auto Industry" on occasion of Automotive conference at Michigan University.

Issued "Midwest Trade Letter" (sample attached).

3) Osaka - As a division in charge of inquiry, gave out information and publicity materials on Japanese Merchandise and Japanese companies to those who inquired about this type of informations.

TRADE LETTER

230 N. Michigan Ave., Chicago, IL 60601 (312) 726-4390

**NAKAMURA NEW
EXECUTIVE DIRECTOR
— JETRO, CHICAGO**

Toshio Nakamura has been named Executive Director of the Japan Trade Center (JETRO), Chicago. The Trade Center is responsible for promoting trade between Japan and 12 Midwestern states.

A native of Nagoya, Japan, Nakamura joined MITI, the Ministry of International Trade and Industry, in 1970, after graduating from Nagoya University's Department of Law. He has served in several MITI agencies including Import Division Trade Administration, Defense, Energy and Resources and Machinery and Information. Nakamura's most recent position was deputy director of the Budget and Accounts Division, Minister's Secretariat, MITI.

He will direct the Trade Center's efforts to promote more American exports to Japan now that several new programs and incentives have been initiated by both government action and private agencies or associations.

On assuming his new position, Nakamura indicated, "I am encouraged by the renewed vitality of Midwestern business. I believe that the new export incentives, coupled with capital invest-

ment in the Midwest by Japanese companies in recent years, create new opportunities for American companies to work together with Japanese companies, both here and in Japan. My goal as Executive Director of JETRO's Midwestern Office is to continue to strengthen and develop that foundation."

**UNDERWRITERS
LABORATORIES INC.
APPROVED BY
JAPANESE
GOVERNMENT AS
AUTHORIZED PRODUCT
TESTING AGENT****JIS**

Taking action to simplify import procedures, Japan's Ministry of International Trade and Industry (MITI) has named Underwriters Laboratories, Northbrook, IL, as an authorized product testing body under the Consumer Product Safety Law, and a factory inspection body under both the Electrical Appliance and Material Control Law and the Japanese Industrial Standardization (JIS) Law.

This authorization will make it substantially easier for many companies to have products approved for sale in

the Japanese marketplace without having to process applications through testing agencies in Japan. Covered products include electric toasters, coffee makers, refrigerators, washing machines and hand tools.

In May of 1983, the Japanese Government amended 16 laws in a move to ensure that foreign companies receive non-discriminatory treatment under Japan's system of standards and certification and provide a way to further open Japan's markets to foreign manufacturers. Previously, a company applying for registration as a foreign manufacturer under the Consumer Product Safety Law had to have an on-site inspection of its premises by MITI personnel and was required to bring samples of the product concerned to a designated testing laboratory in Japan. Under the new revised guidelines, foreign manufacturers who attach inspection data prepared by an authorized foreign inspection body are no longer required to undergo on-site inspection by MITI personnel and need not submit products for inspection by MITI. The new procedures involving UL will make exporting products to Japan a much smoother and less costly process for American manufacturers.

Underwriters Laboratories is an independent safety testing organization which has a long history of working with many foreign product manufacturers and many years of experience regarding Japanese testing and safety standards. Howard Kontje, Vice President of Underwriters, indicated "This is one more indication of Japan's serious intention to open its markets to foreign manufacturers. Each such move is one more step in the direction of open markets, easier access by U.S. companies, and, consequently, potential increased profits for American businesses."

PLAZA MISSION TO PARTICIPATE IN HOUSEWARES SHOW AT CHICAGO'S McCORMICK PLACE



In October, a Plaza mission will participate in the NHMA International Housewares Exposition at Chicago's McCormick Place. This mission will be made up of about 35 Japanese women who are professional buyers and retailers representing the housewares, furniture and apparel businesses in Japan.

They will staff two consultation booths and be available, by appointment, to meet with housewares manufacturers or exporting companies for advice on how best to present their products for sale in Japan. Additionally, while they are in the U.S. they will research products most likely to sell well to Japanese women consumers and will negotiate purchases at specialty fairs in Atlanta and High Point, North Carolina as well as at the Housewares Show in Chicago. They will also hold meetings with manufacturers and export companies in Chicago and New York.

JETRO's "Plaza" concept refers to participation in trade shows and expositions worldwide by exhibiting "Export to Japan" business information services and publications in specialized areas. The first worldwide "Export to Japan Plaza" Missions, sponsored by the Japan External Trade Organization (JETRO) visited the United States for four trade shows in recent months. The program's first success was in finding \$6.75 million in computer software and laboratory research equipment suitable for sale in Japan.

The first such mission, consisting of seven representatives of Japan's small and medium sized trading companies specializing in high-tech industry, attended LABCON WEST '84 in Long Beach, California. Following some 60 consultations in JETRO's booth, ten companies were found to have products suitable for the Japanese marketplace including high fidelity and radio isotope equipment, bio reactors and laboratory research products. The mission also participated in the Computer Graphics '84 Exposition in Anaheim, CA., consulting with some 125 companies and finding 25 companies which have products that can be sold in Japan. Those products included high speed optical scanners, CAD CAMS, mass storage equipment and tablet digitizers.

Following this first most successful mission, JETRO sent Plaza missions to the International Gourmet Food and Wine Show in San Francisco and the NRA Hotel, Motel and Restaurant and the NEOCON (contract furniture) shows in Chicago.

Plans are to send 14 such Plaza missions worldwide during 1984. JETRO hopes that by actively implementing its new import promotion policy for U.S. products, more American companies will be interested in exporting products to the Japanese market. Firms interested in appointments with the women buyers should contact Mr. Hara or Mr. Kobayashi at the JETRO Chicago office, (312) 726-4390.

OFFICE FOR THE PROMOTION OF FOREIGN INVESTMENT IN JAPAN ESTABLISHED

For the past several years, Japan has been encouraging free and active investment in its economy. In April, 1984, a system of loans for the promotion of foreign direct investment in Japan was put in operation through the Japan Development Bank. Other measures instituted at that time included provisions for strengthening the support system offered by JETRO, improving dissemination of information on investment and reinforcing the Office of Trade Ombudsman (OTO).

Japan believes that cross-border exchange of investment plays an important role in revitalizing the world economy and helps both investing

countries and hosts to develop closer and more diversified economic relations. In keeping with this point of view, the Office for the Promotion of Foreign Investment in Japan has been established within MITI. This office will provide information, guidance and consultation concerning investment in Japan and will introduce prospective investors to other domestic investment-related organizations. It will also actively support investment missions, both those sent overseas by Japan's local governmental agencies seeking to invite investment in Japan and those sent to Japan by foreign governments or other agencies. Additionally, efforts will be made to further expedite the processing of applications for registration of direct investment in Japan.

Prime Minister Nakasone has recently indicated "We heartily welcome direct foreign investment in Japan and will, therefore, continue to strive to set up an environment conducive to the promotion of investment, by streamlining the system for investment-related information services and settlement of grievances."

Additional information can be obtained from the Chicago JETRO office, Mr. J. Hara, (312/726-4390), or by writing to: Office for the Promotion of Foreign Investment in Japan, Industrial Policy Bureau (MITI), 3-1 Kasumigaseki 1-chome, Chiyoda-ku, Tokyo 206, Japan.

POSITIVE RESPONSE TO "MADE IN U.S.A. FAIR— MARCH 11-14, 1985



The previously announced "Made in U.S.A. Fair" to be held March 11-14 at the International Exhibition Hall, Nagoya, Japan, is receiving excellent

response. In addition to applications from private industry, state governments have requested booths and there has been encouraging support from industrial and manufacturers' groups.

The "Made in U.S.A. Fair" will be the largest import fair devoted to American products ever held in Japan. Attendance will be limited to business people and JETRO will make various efforts to facilitate substantive business discussions between American exhibitors and Japanese buyers. Expert consultation will be available free of charge to exhibitors.

While the Fair is open to all products (excluding live animals, explosives and weapons), the following featured categories are particularly recommended: a) medical equipment and supplies; b) computer-assisted design/manufacturing; c) biotechnology; d) telecommunications; e) analytical instruments; f) sporting goods, recreational equipment and health-related products.

Thanks to substantial support from the Japanese government, the "Made in U.S.A. Fair" will not only be an ideal opportunity for U.S. firms to expand exports to Japan, it will also entail less cost to exhibitors than comparable international fairs. Both space and basic booth facilities will be free of charge. Additionally, JETRO has negotiated special price reductions at designated hotels in Nagoya and will arrange industrial and sightseeing tours for participants.

Nagoya is one of Japan's major economic centers. It is centrally located on the Pacific industrial corridor between Tokyo and Osaka and is easily accessible from both metropolises. Nagoya has a population of eight million and is noted for its electronics, machinery, tools and ceramicware industries.

Since the application deadline is November 20, and space is limited to 300 booths, interested companies are encouraged to contact J. Hara at the Chicago JETRO office (312) 726-4390 for further information or applications.

MIPRO TO ASSIST IN DETERMINING FOREIGN PRODUCTS MARKETABILITY IN JAPANESE MARKETPLACE

The Manufactured Imports Promotion Organization (MIPRO) has launched a new program designed to help increase foreign imports into Japan. The program involves monitoring a survey of imported products. Interested foreign manufacturers will be able to have consumer products surveyed in the Japanese marketplace and MIPRO will return the results of the survey to the manufacturer.

Under this program, manufacturers are asked to submit 20 samples of each item. The samples will be distributed to consumers and professionals and the recipients will be questioned as to design, shape, durability, function, price and suitability for the Japanese market. In the case of similar products, or large consumer products such as refrigerators, MIPRO will consult with the applicant. Applications to participate in this program should be sent to: Manufactured Imports Promotion Organization (MIPRO), World Import Mart Bldg., 6F., Sunshine City, Toshima-ku, Tokyo 170 JAPAN (telephone: 03-988-2791). The Midwestern JETRO office in Chicago can be contacted for additional information. (Mr. J. Hara - (312) 726-4390.

MIPRO hopes that this survey will be helpful to overseas businesses in determining a product's marketability in Japan.

THREE MIDWESTERN EXECUTIVES SELECTED TO PARTICIPATE IN SECOND JAPANESE BUSINESS STUDY PROGRAM

Three young Midwestern executives have been selected to participate in the Second Japanese Business Study Program, September 25 - October 18, 1984. John Vandenbrink, 37, a research associate with Booz, Allen & Hamilton, Inc., Chicago, anticipates that at some time in the future he will be stationed

in Tokyo and seeks a better overall understanding of Japanese business practices, trade and foreign investment policies. A 26 year-old industrial engineer from Bloomfield Hills, Michigan, Matthew Marko, is employed by Core Industries, Inc., and hopes to gain insights into production methods utilizing flexible automated systems, such as robotics, in which Japan is a world leader. The third Midwestern participant is Richard Noritake, 24, an International Banking Representative associated with the First National Bank of Cincinnati. Since his position involves attracting and assisting Japanese firms in the Cincinnati area, he believes that the program will be beneficial to both those firms and his employer.

The Japanese Business Study Program is organized and conducted by the Institute for International Studies and Training with full cooperation from the Ministry of International Trade and Industry (MITI) and the Japan External Trade Organization (JETRO). Business people from the U.S., Canada, and the European community are invited to Japan and given the opportunity to exchange ideas and information with leading Japanese business people and experts in business-related fields. The program's ultimate aim is to foster harmonious economic relations between Japan and the participant's nations.

The 50 program participants are divided into two groups which are either marketing or management oriented. Study, seminars, factory visits and cultural exchanges are all part of this intensive program. These Business Study Programs are conducted twice a year and are fully subsidized by governmental and private business organizations. The first such program, in the Spring of 1984, was highly successful. Raymond Willis, Manager, International Trade, at the Illinois State Chamber of Commerce was a participant in that program.

It is hoped that the participants will return to their home countries with a better understanding of Japanese management, marketing and business practices as well as a wider knowledge and understanding of Japan and its people.

NOTHING VENTURED, NOTHING GAINED

VenBiz '84, an International Venture Business Symposium, will be held November 21-22, 1984 at the Grand Hotel Hamamatsu, Hamamatsu, Japan. This is an excellent opportunity to meet with people from 700 of Japan's high-tech venture businesses. Venture businesses in Japan are defined as: 1) dealing with high-tech products; 2) having unique technology; 3) managed by young entrepreneurs.

The Japanese government has made it clear that *venture business* is a vital part of Japan's economy and Japanese companies are looking across the ocean for business partners, especially in high-tech fields. "VenBiz '84" is designed to help foreign companies venture into Japan. . . or carry away some of Japan's high-tech to their own markets. One possibility for capitalizing on this conference would be a technology tie-up with, or sales agent of, companies in the area of computer peripherals and parts, high-viscosity pumps, aluminum products or oceanographic development equipment. Japanese venture capitalists seeking to export from Japan include manufacturers of security electronics, measuring instruments, painting and assembly robots, and digital printers, to name just a few. There are also Japanese companies willing to produce OEM products in the areas of ultra-high precision production equipment and electronics products.

This symposium is sponsored by several regional organizations in the area of Hamamatsu — Japan's "technopolis", and supported by The Ministry of Foreign Affairs, The Ministry of International Trade and Industry (MITI), the Japan External Trade Organization (JETRO) and others. John Naisbitt, author of *Megatrends* and president of the Naisbitt Group research company will be the keynote speaker. Other program participants include noteworthy representatives of various Japanese high-tech industries and U.S. electronics experts. Participants will also have an opportunity to visit the factories of high-tech venture business manufacturers and see exhibitions of high-tech products in the Hamamatsu area.

Hamamatsu is a city of 500,000 located on the Pacific coast of Japan's main island of Honshu. It is about two hours from Tokyo via the famous bullet train.

Applications for VenBiz '84 can be obtained by writing to VenBiz '84, Shizuoka Shimbun-Hoso Kaikan Bldg., 3-1-1 Toro, Shizuoka 422, Japan.

AMERICAN MADE PRODUCTS TO BE TEST MARKETED IN JAPAN

A five member delegation of Japanese merchandising executives will visit the International Housewares Exposition in Chicago, October 9-12, to select samples of approximately 100 unique American made products. These

products will be placed on display at Hanshin Department Store in Osaka — a major retail outlet. During a ten day test, housewares buyers, retailers and consumers will review the products based on quality of workmanship, design, and price. Those products found to be most popular by the reviewers will be purchased in quantity and featured throughout the department store during the next year or two.

A similar testing of American made products was undertaken about two years ago among Japanese women living in the United States. The results of that survey were intended to assist American manufacturers in determining those qualities most likely to attract the Japanese consumer, and are available on request from the JETRO office.

The 50 program participants are divided into two groups which are either marketing or management oriented. Study, seminars, factory visits and cultural exchanges are all part of this intensive program. These Business Study Programs are conducted twice a year and are fully subsidized by governmental and private business organizations. The first such program, in the Spring of 1984, was highly successful. Raymond Willis, Manager, International Trade, at the Illinois State Chamber of Commerce was a participant in that program.

It is hoped that the participants will return to their home countries with a better understanding of Japanese management, marketing and business practices as well as a wider knowledge and understanding of Japan and its people.

Japan Trade Center, Chicago
230 N. Michigan Avenue
Chicago, IL 60601

SCHEDULE III

Remittance from Japan External Trade Organization (JETRO), Tokyo, Japan for maintenance of Japan Trade Center, Chicago. (Latest semiannual fiscal period from October, 1984 through March, 1985)

JETRO

October, 1984	103,915.32
November, "	110,469.26
December, "	120,033.18
January, 1985	83,672.52
February, "	67,190.06
March, "	123,151.48
	<u>\$608,431.82</u>

OSAKA

October, 1984	86,424.85
November, "	207.69
January, 1985	1,035.20
February, "	273.27
	<u>\$87,941.01</u>

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WASHINGTON, D.C. 20535

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SCHEDULE IV (A)

JETRO

Expenditure ----- October, 1984 through March, 1985

1) General office expenses

* Salary - staff & local employees

staff:

M. Nagao	29,458.53
T. Nakamura	27,064.72
T. Kobayashi	3,394.49
Y. Terasawa	18,215.89
A. Yamazaki	21,591.74
J. Hara	26,034.79
A. Hoshino	22,622.44
T. Yamamoto	24,647.08
H. Yanagisawa	22,952.63
	<u>195,982.31</u>

\$291,144.35

\$461,769.11

local employee

R. Inforzato	13,792.00
Y. Iwamuro	12,810.00
C. Moore	8,750.00
Y. Heck	518.20
Y. Yaki	6,606.84
D. Carpenter	8,400.00
E. Lillehoj	7,220.00
M. Kretzmann	16,079.00
S. Thomas	11,606.00
E. Nishimoto	9,380.00
	<u>95,162.04</u>

SCHEDULE IV (B)

Osaka

Expenditures - October, 1984 through March, 1985

1) Salary - staff & local employee		\$48,929.37
staff		
H. Uchida	20,451.66	
Y. Fujita	14,659.61	
	<u>35,111.27</u>	
local employee J. Porto	13,818.10	
2) Office rental	T.B.Z. Realty & Mgmt. Corp.	2,910.00
3) Utility	T.B.Z. Realty & Mgmt. Corp.	1,065.74
4) Communications	Illinois Bell Telephone Co., US Telecom, U.S. Post Office, Western Union, Pitney Bowes	5,168.91
5) Meeting/conference entertainment	Hatsuhana, Yanase, etc.	2,312.52
6) Office car maintenance	Amoco Oil Co., Honda & Associates	1,581.73
7) Travel, transportation	Yamada Travel Service, staff	2,756.58
8) Subscriptions		1,096.68
9) Memberships	Japanese Chamber of Commerce & Industry of Chicago, Chicago Association of Commerce & Industry	1,195.00
10) Research		3,050.00
11) Office supply	Horder, etc.	200.59
12) Miscellaneous		2,033.51
	TOTAL	\$72,300.63

Schedule IV (A)
Page - 2

1) General office expenses (continued)

* Rent	T.B.Z. Realty & Mgmt. Corp.	45,940.94
* Utility	T.B.Z. Realty & Mgmt. Corp.	4,447.56
* Lawyer's retain fee	Mr. Thomas M. Hiura	1,050.00
* Insurance	American Insurance Consultants, Inc., Honda & Associates, Blue Cross/Blue Shield	13,822.28
* Membership	Japanese Chamber of Commerce & Industry of Chicago, Mid America Club, Rotary Club of Chicago, University Club	3,945.75
* Subscription	Henshaw Newspaper Delivery, OCS America, Inc. Time, Newsweek, U.S. News & World Report, etc.	8,611.56
* Reference	Government Printing Office, Kinokuniya Book- Store	1,009.23
* Rsearch	Washington Nichibei Consultants, Mr. Ushioda	14,090.00
* Communications	Illinois Bell Telephone Co., AT & T Information Systems, Pitney Bowes, U.S. Post Office, US Telecom, Western Union.	9,277.95
* Meeting/conference, entertainment	Mid America Club, Yanase, Happi Sushi, etc.	9,266.61
* Travel	Yamada Travel Service, staff, Amoco Oil Co.	4,271.11
* Temporary help		2,064.00
* Office equipment, furniture	Minolta Business Systems, Contract Interiors, etc.	37,672.94

Schedule IV (A)
Page - 3

1) General office expenses (continued)

* Consultation fee	Mr. Thomas M. Hiura, Sugano & Associates	11,431.60
* Miscellaneous	(on move to new location)	3,723.23
		<u>\$40,697.79</u>

2) Research Department

* Marketing research

Dr. E. Suntrup	8,400.00
Marktron & Associates	5,500.00
Japan Business Consul-	4,250.00
tant	
<u>Blane Canada Ltd.</u>	<u>600.00</u>
	18,750.00

* Subscription

Government Printing Office, Gale Research,	2,672.73
America Metal Market, Pasha Publications,	
OCS America, Inc., Ward's Automotive Report,	
etc.	

* Reference

Government Printing Office, Predicasts, etc.	2,724.07
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* Travel

Yamada Travel Service, staff	6,308.81
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* Communications

Illinois Bell Telephone Co., US Telecom,	3,203.75
U.S. Post Office	

* Conference, seminar

	1,220.00
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* Meeting/conference, entertainment

Yanase, Hunan Palace, etc.	1,817.94
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* Temporary help

	1,042.00
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* Office equipment

I.B.M.	789.00
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* Miscellaneous

	2,169.49
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Schedule IV (A)
Page - 4

3) PR Department

\$116,325.63

* PR agent retain fee	The International Marketing Center, Ltd.	18,000.00
* Production fee	The International Marketing Center, Ltd.	3,150.05
* Subscription	Henshaw Newspaper Delivery, OCS America, Inc. etc.	1,047.40
* Reference		838.14
* Membership	Chicago Association of Commerce & Industry, Illinois Chamber of Commerce, Chicago Council on foreign Relations, etc.	1,441.00
* Travel	Yamada Travel Service, staff	9,231.06
* Lucheon, seminar	Japan America Society, Chicago Council on Foreign Relations, International Business Council MidAmerica, etc.	5,464.19
* Meeting/conference entertainment	Mid America Club, Yanase, Hatsuhana, etc.	12,969.75
* Communications	Illinois Bell Telephone Co., US Telecom United Parcel Service, Federal Express, etc.	12,601.48
* Research		1,050.00
* Expense for "Japan Week" (Kansas City)	Yamada Travel Service, Illinois Bell Telephone Co., etc.	2,031.15
* Expenses for "Made in U.S.A" exhibit (Nagoya, Japan)	Yamada Travel Service, Illinois Bell Telephone Co., Federal Express, US Telecom, Yanase, Mid America Club, etc.	32,053.70

Schedule IV (A)
Page - 5

3) PR department (continued)

* Temporary help, interpreter	Unipac Tours, Inc., Japan Communications, etc.	8,223.50
* Furniture rental	D & L Office Furniture Co., Freeman Decorating Co., etc.	2,053.99
* Office equipment	I.B.M., Pascot, Inc.	2,668.00
* Miscellaneous		3,502.22

GRND TOTAL \$618,792.53

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

Yes X or No

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes or No

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Signature

September 5, 1985
Date

MASAAKI NAGAO
Please type or print name of signatory on the line above

Chief Executive Director
Title

INTERNAL SECURITY
SECTION
REGISTRATION UNIT
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